

## **Addendum A**

### **Submitted RFS Question/Answers**

#### **The City of San Diego- Economic Development Department**

#### **Request for Sponsorship – Snack & Beverage Vending Partnership**

Question 1: What is your previous 12 months sales revenue?

Response: The previous 12-month sales revenue was \$173,340

Question 2: What is your sales revenue for the 12 months preceding COVID (March 2019-March 2020)?

Response: The sales revenue March 2019-March 2020 was \$350,465

Question 3: What is the current commission percentage being received? (or provide a commission statement copy)

Response: Page 15-Attachment B of the Request for Sponsorship outlines the commission schedule.

Question 4: What is your current annual minimum revenue guarantee amount?

Response: Page 15-Attachment B of the Request for Sponsorship outlines the revenue guarantee amount.

Question 5: What are your current items individual prices?

Response: Current item prices vary based on public versus employee locations.

Question 6: What percentage in machines of your current items are healthy/smart snack guidelines? 50% for preceding year?

Response: 30-40% of machines are currently healthy/smart snack compliant

Question 7: Are your 75 sites listed all fully open and fully staffed?

Response: There are various locations that have limited access and allow employees only due to city mandate.

Question 8: Are your existing 165 machines all ADA compliant? If not, what amount is compliant?

Response: Per the RFS the city is seeking 100% ADA Compliance and sample contracting language was provided and is restated below:

8.1 Americans with Disabilities Act. Partner agrees to comply with Council Policy 100-04, which establishes that all City contractors, including but not limited to construction contractors, consultants, grantees, and providers of goods and services agree to comply with all applicable titles of the Americans with Disabilities Act. Council Policy 100-04 is by this reference incorporated into the Agreement.

Question 9: On your site list, can you provide what equipment type is at each site?

Response: The city has a mix of snacks, glass front beverage, stacker beverage and combo machines. 1 site has a micro market

Question 10: Your RFS says snack and beverage vending totally 165 machines. Are there also frozen and coffee required? What is the total need per machine type?

Response: The city has 2 coffee machines and there are currently no frozen onsite.

Question 11: What is your previous 12-month history on theft/vandalism?

Response: Please define what you consider to be vandalism to machines. Close to 50% of machines are public and have the potential to be vandalized.

Question 12: How many machines currently have enclosures?

Response: There are three enclosures to ensure machines are waterproofed for those located on the beaches.

Question 13: What exact measures are currently being taken for compliance of FDA calorie disclosure? You mention machine replacement on pg 3. Do you just want the front of package displayed or what precisely?

Response: The City wishes to comply fully with FDA food labeling allowing consumers to see front of package calorie information as they purchase an item.

Question 14: What is your current marketing rights fee being received?

Response: The City is not currently soliciting marketing rights for current machines and is not receiving associated fees.

Question 15: What amount annually is currently being received in regards to product donations/samplings/raffle baskets, etc?

Response: The average amount received is approximately \$300-400/annually.